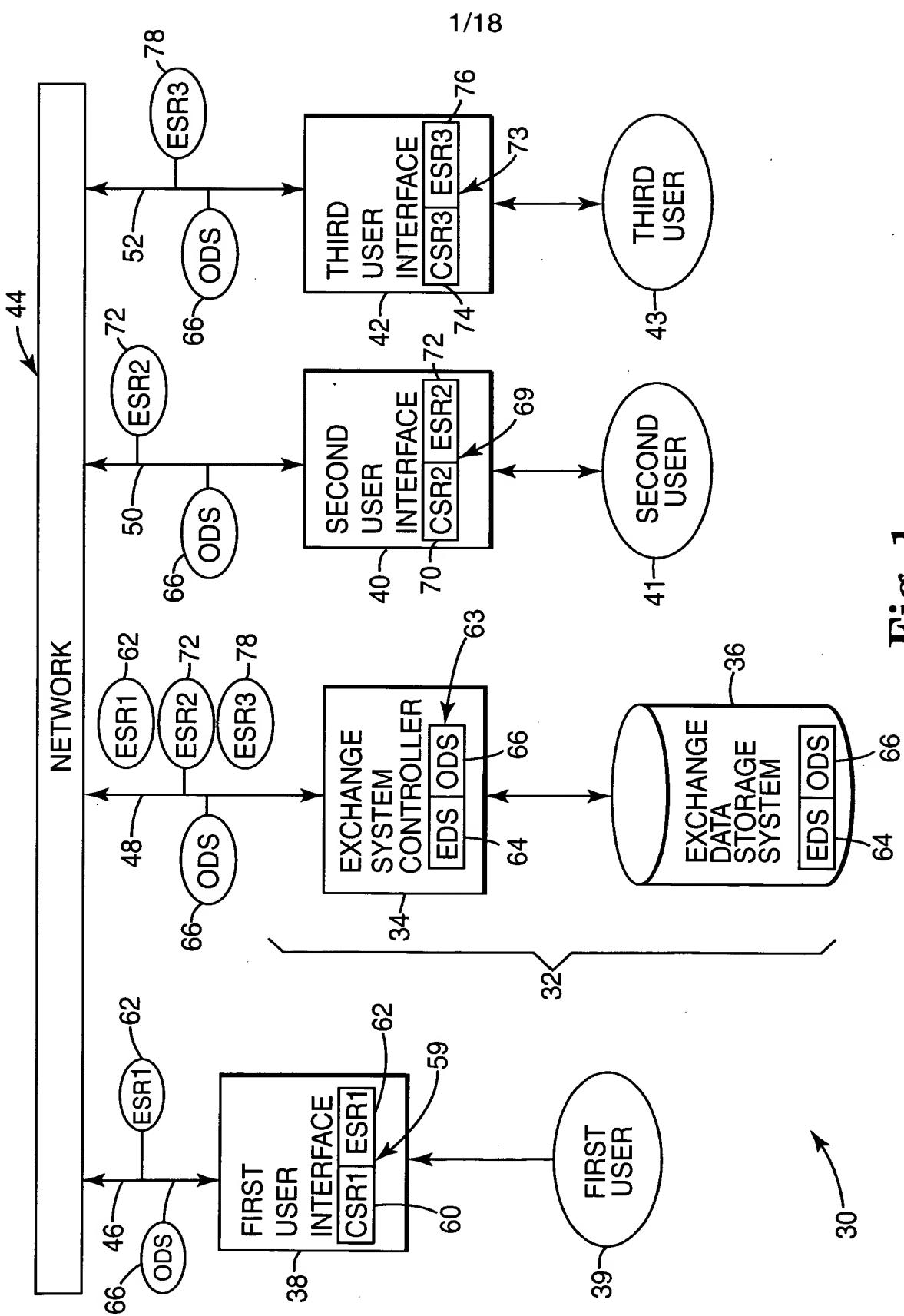
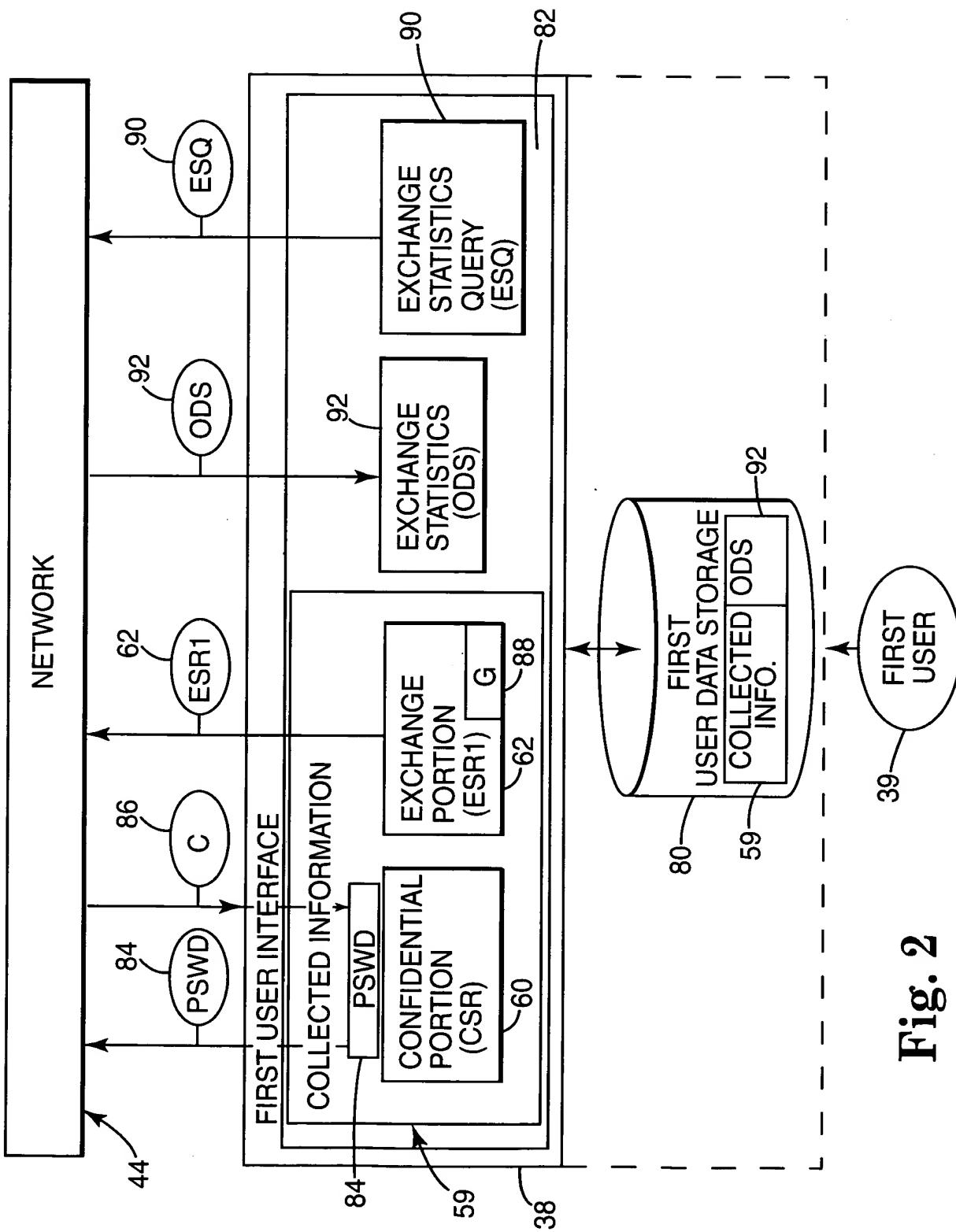
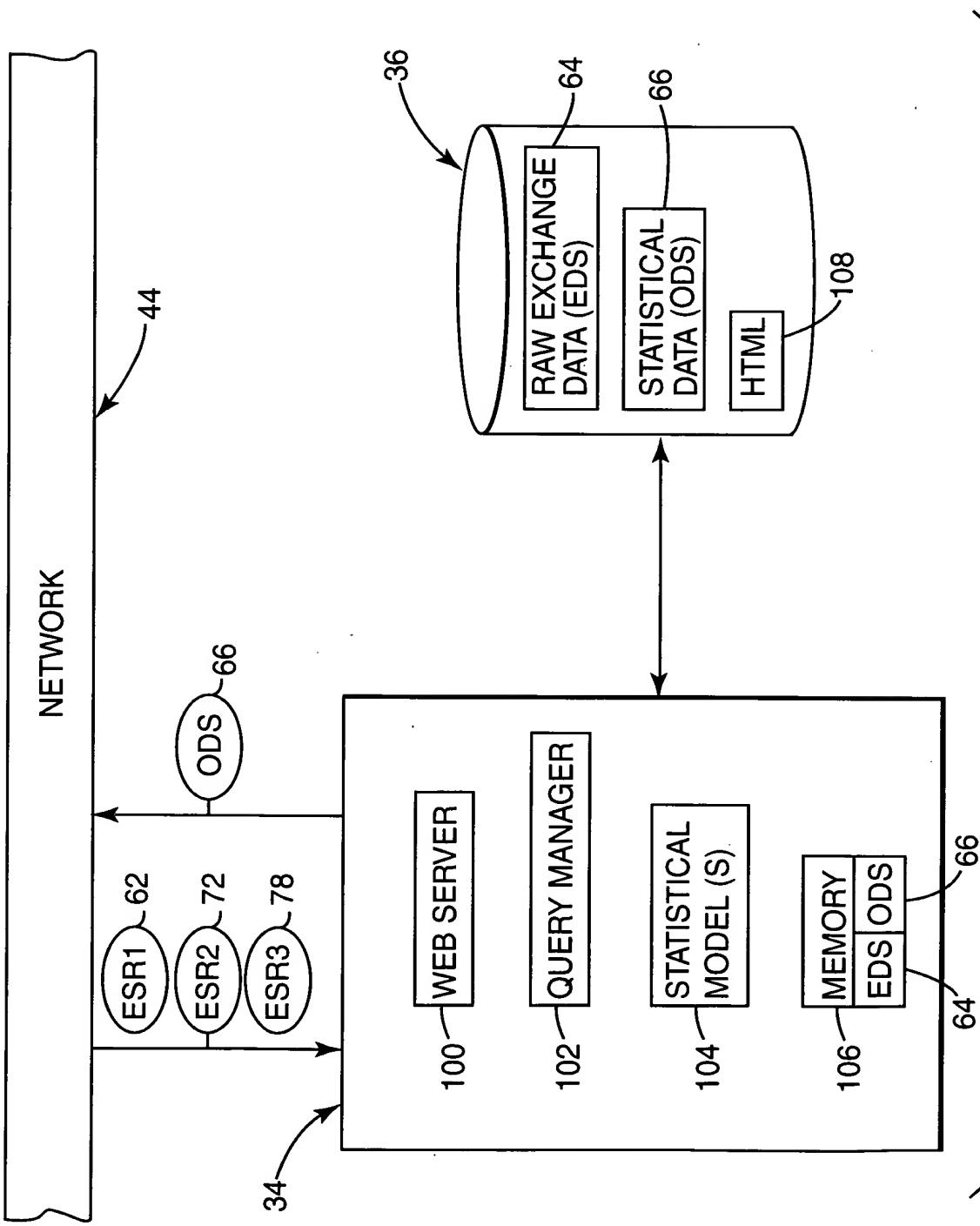


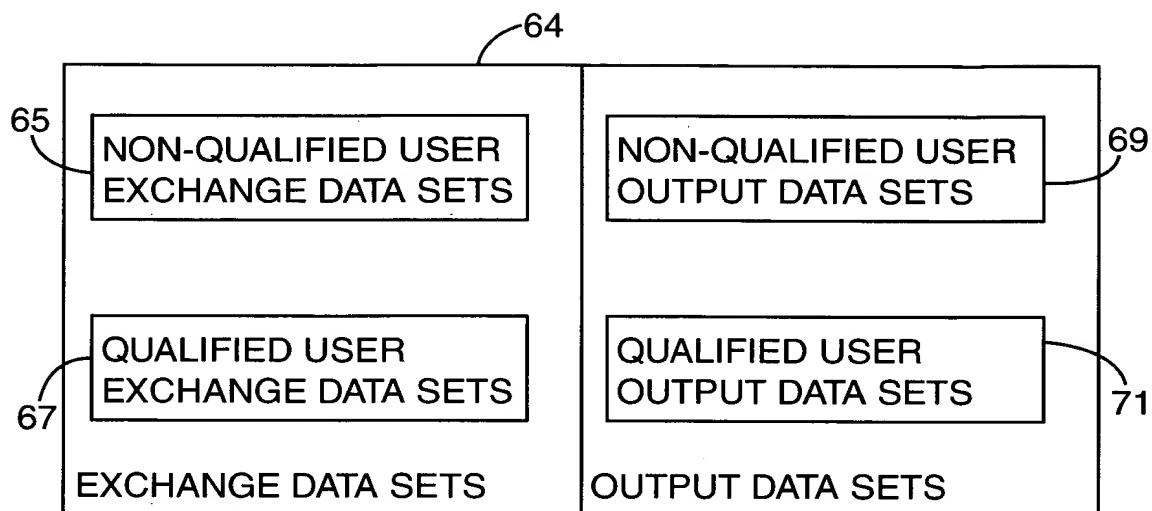
**Fig. 1**



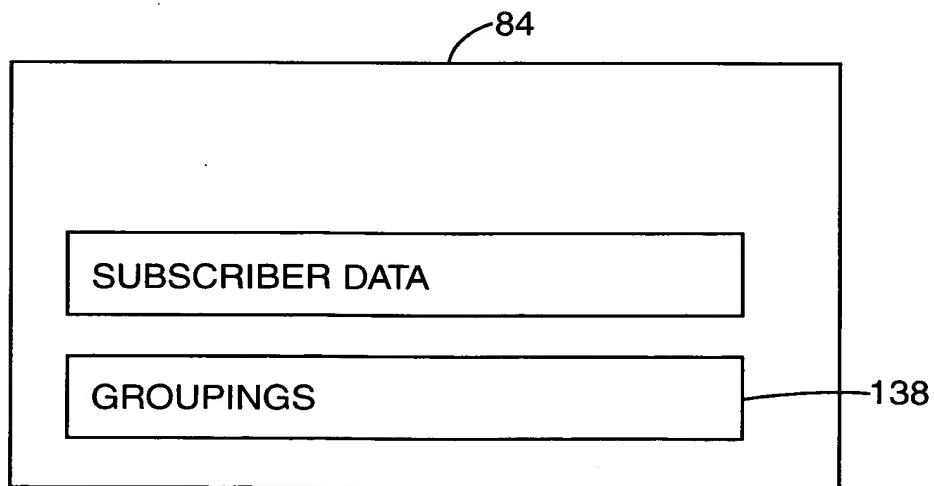
**Fig. 2**



**Fig. 3**  
32

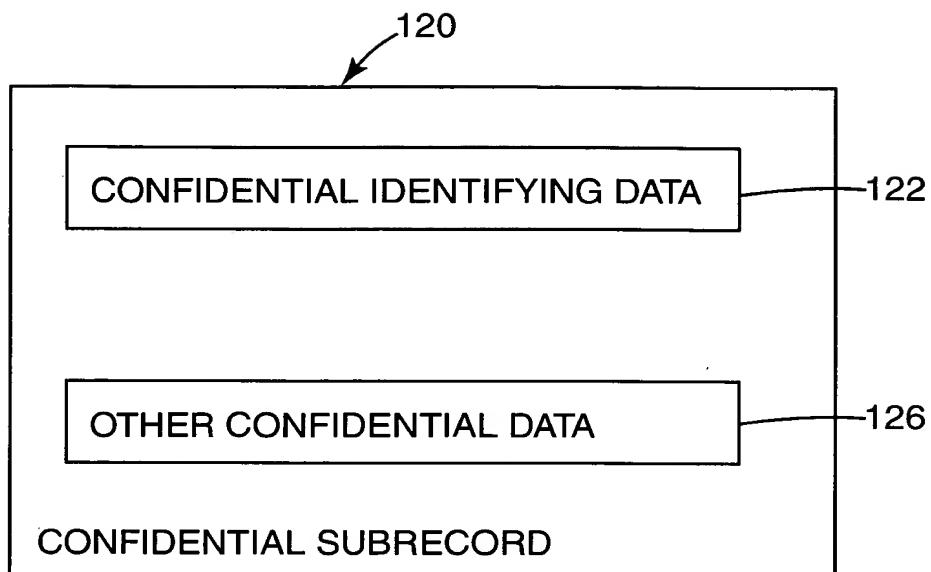


**Fig. 4**

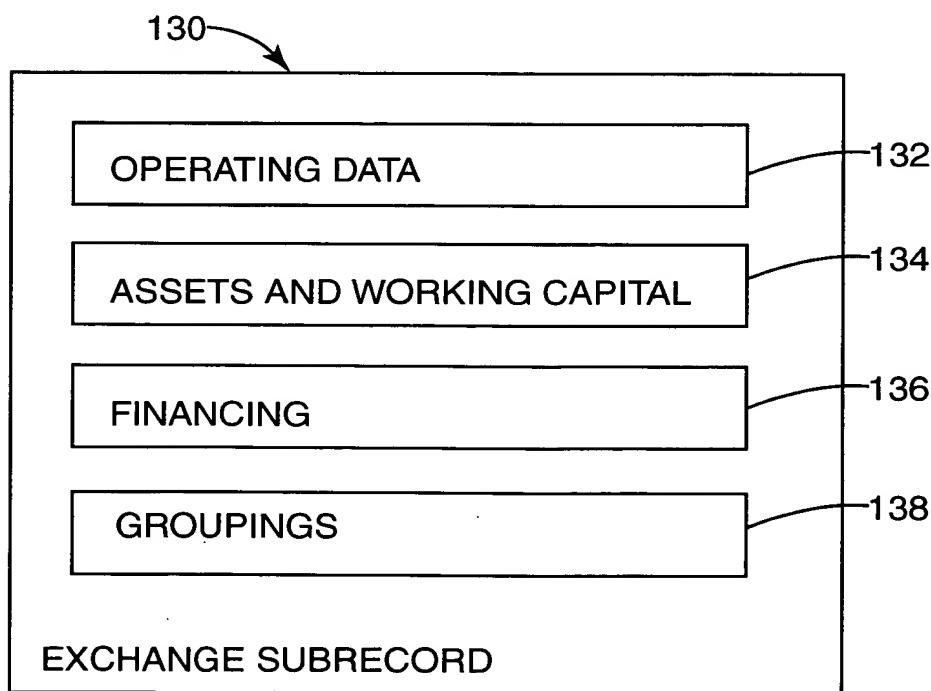


**Fig. 5**

5/18

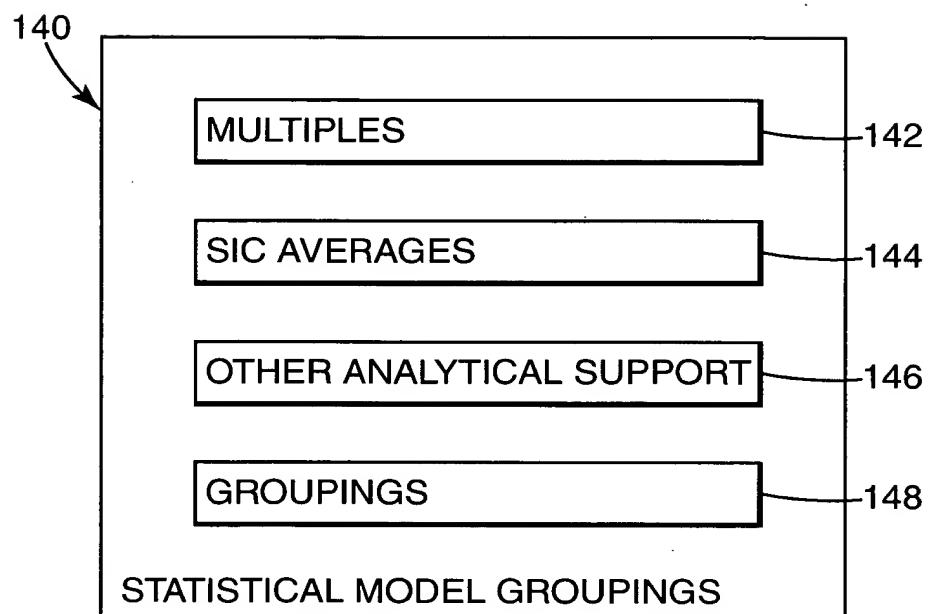


**Fig. 6**



**Fig. 7**

6/18



**Fig. 8**

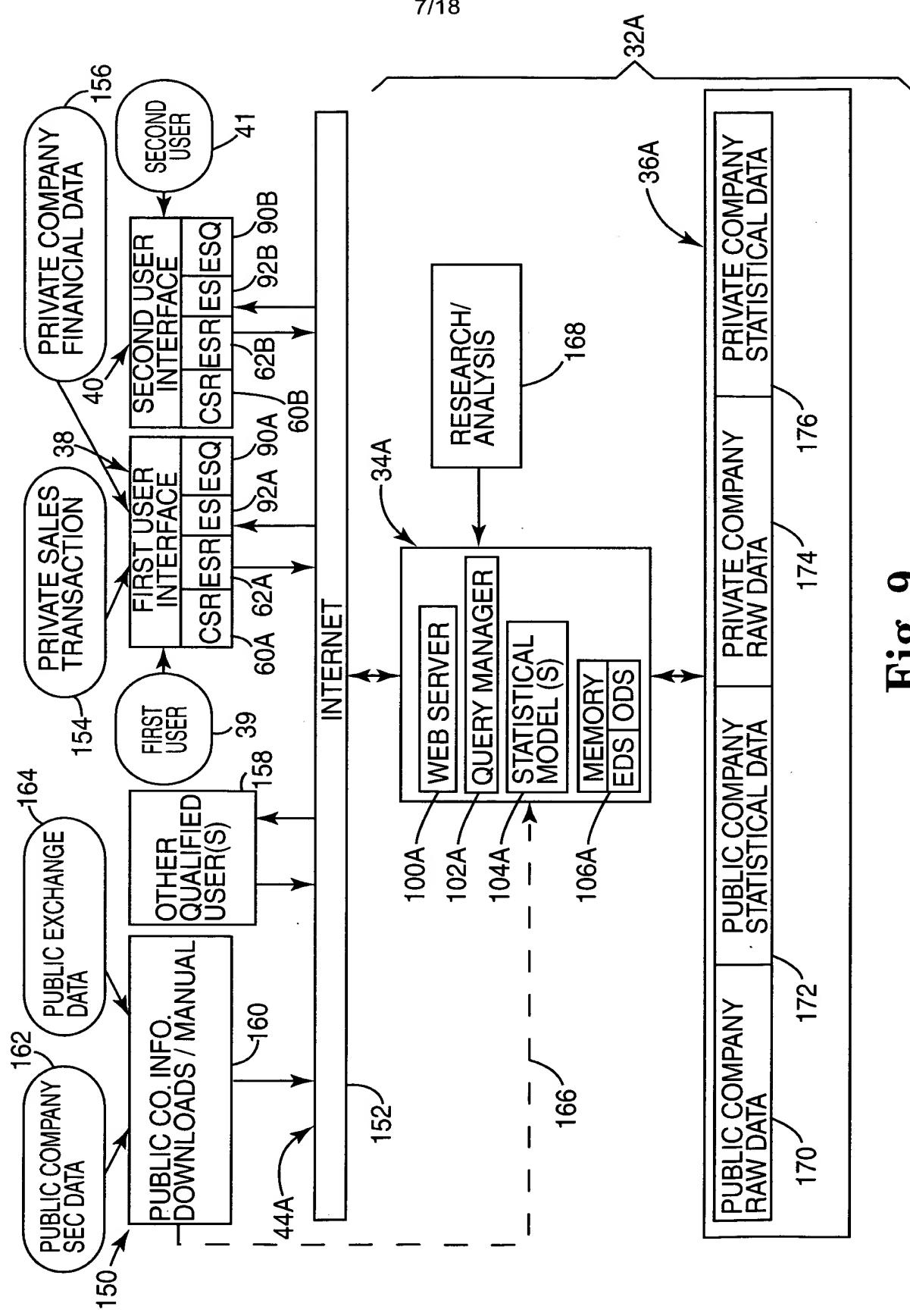


Fig. 9

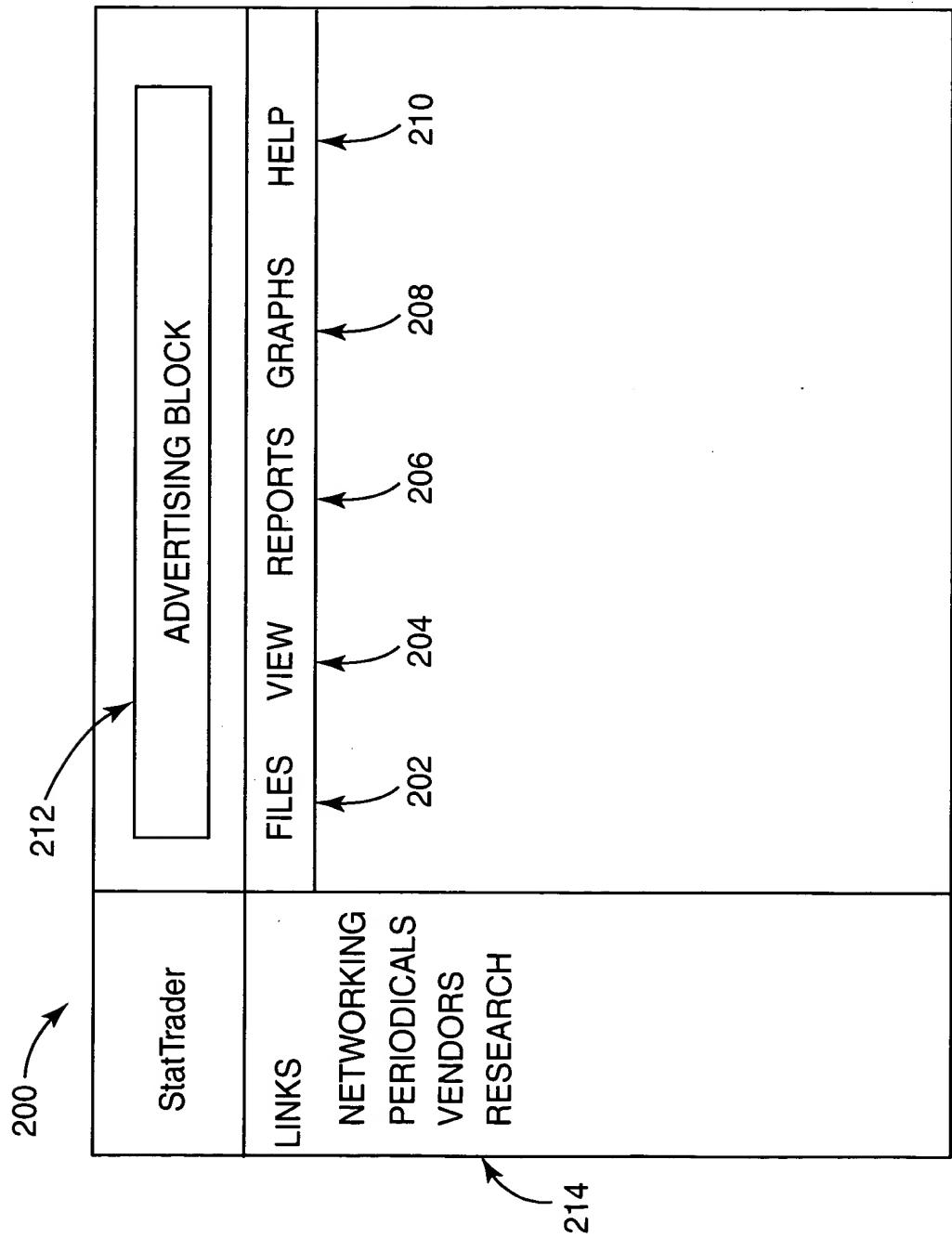


Fig. 10

202  
204  
206  
208  
210

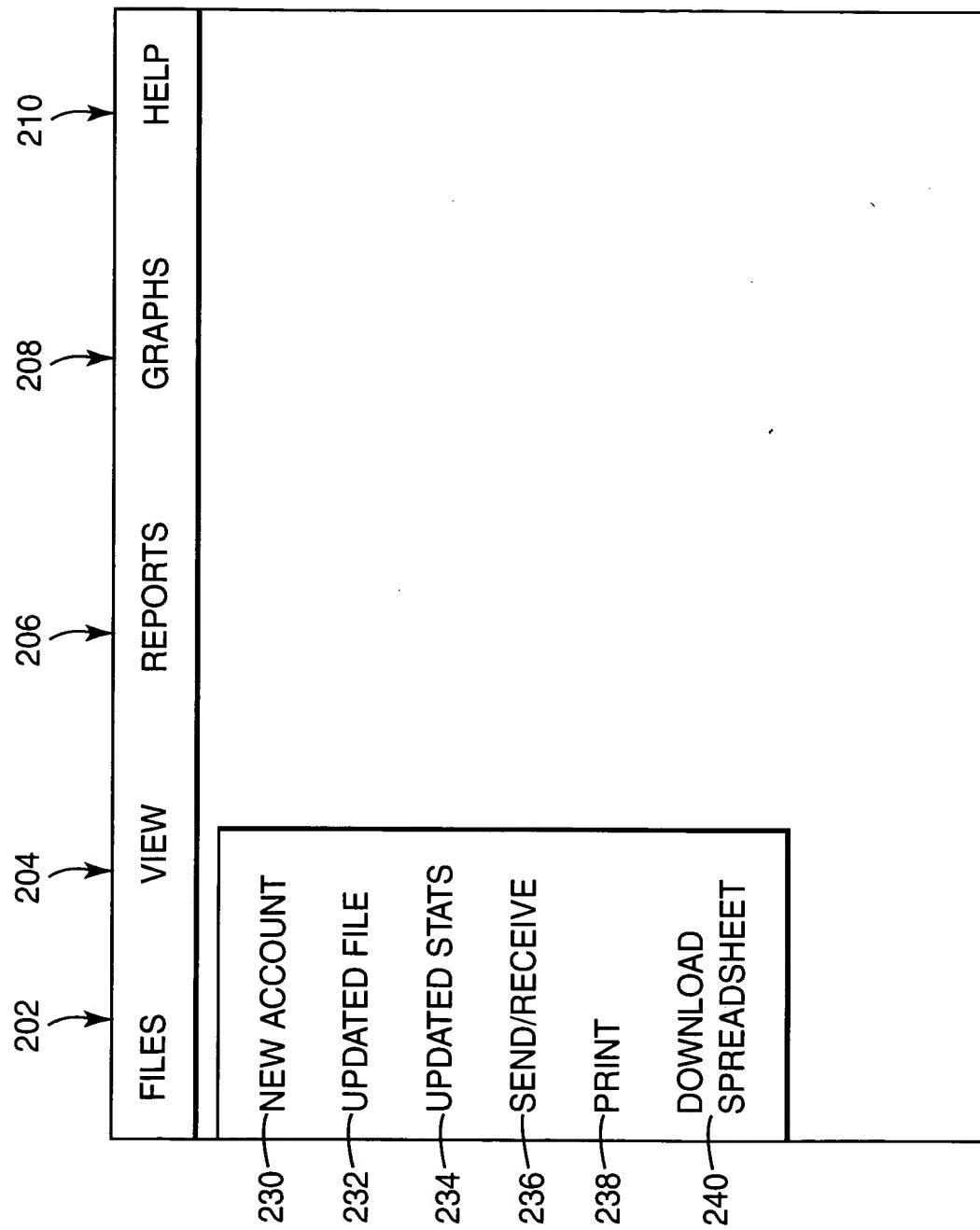


Fig. 11

10/18

280 →

BENCHMARKING INFORMATION FINANCIAL STATEMENT - EDIT TEMPLATE				
	<b>Input Control</b>			
	Consolidated Total	Main Division One	Division One	Other Divisions
284 Confidential Portion (Not transmitted)	<i>Confidential Identifying Data</i>			
	1 Company Name			
	2 Address			
	3 City			
	4 State			
	5 Zip Code			
	6 Country			
	7 Country Code			
	8 CEO			
9 CFO				

282 →

286 Master Data	10 Standard Industrial Index		
	11 International Industrial Index		
	288 Subscriber Data	12 Registration Number	
		13 User Password	
		Transmit Fingerprint-Computed	

285 →

**Fig. 12**

**BENCHMARKING INFORMATION  
FINANCIAL STATEMENT - EDIT TEMPLATE**

302

	<b>Input Control</b>	Consolidated Total	Main Division	Division One	Division One	Other Divisions
304	<p>→ <i>Deal Based Operating Data</i></p> <p>1 Sales/Revenue</p> <p>2 Earnings B4 Int., Tax, Depr., &amp; Amort (EBITDA)</p>					
306	<p>→ <i>Book Value-Financials Acquired/Sold Company</i></p> <p>3 Asset</p> <p>4 Payables &amp; Accruals</p> <p>5 Bank Debt or Secured Debt</p> <p>6 All other amortizing debt</p> <p>7 All Other Debt</p> <p>S Book value of fixed equity instruments</p> <p>Computed Book of Enterprise:</p> <p>All Debt Capital</p> <p>Other Equity</p> <p>Equity Book Value</p> <p>Enterprise Book Value</p> <p>Book Multiple of EBITDA</p>					
308	<p>→ <i>Transaction Data</i></p> <p>Stock or Paper Deal</p> <p>Common Paper</p> <p>Common Shares Outstanding</p> <p>Shares bought or sold</p> <p>Price Paid per Share</p> <p>or</p> <p>12 Amount paid for Common % of common acquired</p> <p>Fixed Equity Instruments</p> <p>% of book was 100%?</p> <p>13 If&lt; 100%: amount paid for face instrument</p> <p>All Debt excluding trade payables &amp; accruals</p> <p>% of book was 100%?</p> <p>14 If&lt; 100% amount paid for face instrument</p>					
Exchange Portion (transmitted)	<p>→ <i>Asset Deal</i></p> <p>Deal Basis</p> <p>15 Price Paid for all the assets</p> <p>Were Payables &amp; accruals assumed</p> <p>% of book was 100%</p> <p>16 If&lt;100%: amount assumed</p> <p>Financing Structure</p> <p>17 Interest bearing Debt</p> <p>18 Other Equity</p> <p>19 Equity Invested</p> <p>Computed Post Acquisition Enterprise Value</p> <p>All Debt Capital</p> <p>Other Equity</p> <p>Equity Book Value</p> <p>Enterprise Value Paid</p> <p>Book Multiple of EBITDA</p>					
310						

**Fig. 13**

12/18

350

BENCHMARKING INFORMATION  
TRANSACTION - NEW TEMPLATE

352

	<b>Input Control</b>	Consolidated Total	Main Division	Division One	Division One	Other Divisions
	<i>Confidential Identifying Data</i>					
354 {	1 Company Name 2 Address 3 City 4 State 5 Zip Code 6 Country 7 Country Code 8 CEO 9 CFO					
	<i>Master Data</i>					
359 {	10 Standard Industrial Index 11 International Industrial Index					
	<i>Subscriber Data</i>					
358 {	12 Registration Number 13 User Password Transmit Fingerprint					
	<i>Operating Data</i>					
360 {	1 Sales/Revenues 2 Gross Profit 3 Operating Profit 4 Depreciation 5 Amortization 6 CEO Compensation 7 Property Rents					
	<i>Assets &amp; Working Capital</i>					
361 {	8 Assets 9 Accounts Receivable 10 Inventories 11 Equipment (net) 12 Intangibles 13 Payables & Accruals					
	<i>Financing</i>					
362 {	14 Interest bearing Debt 15 Other Debt 16 Other Equity 17 Equity Invested					
368 {						
361 {						

**Fig. 14**

382 → 380

384

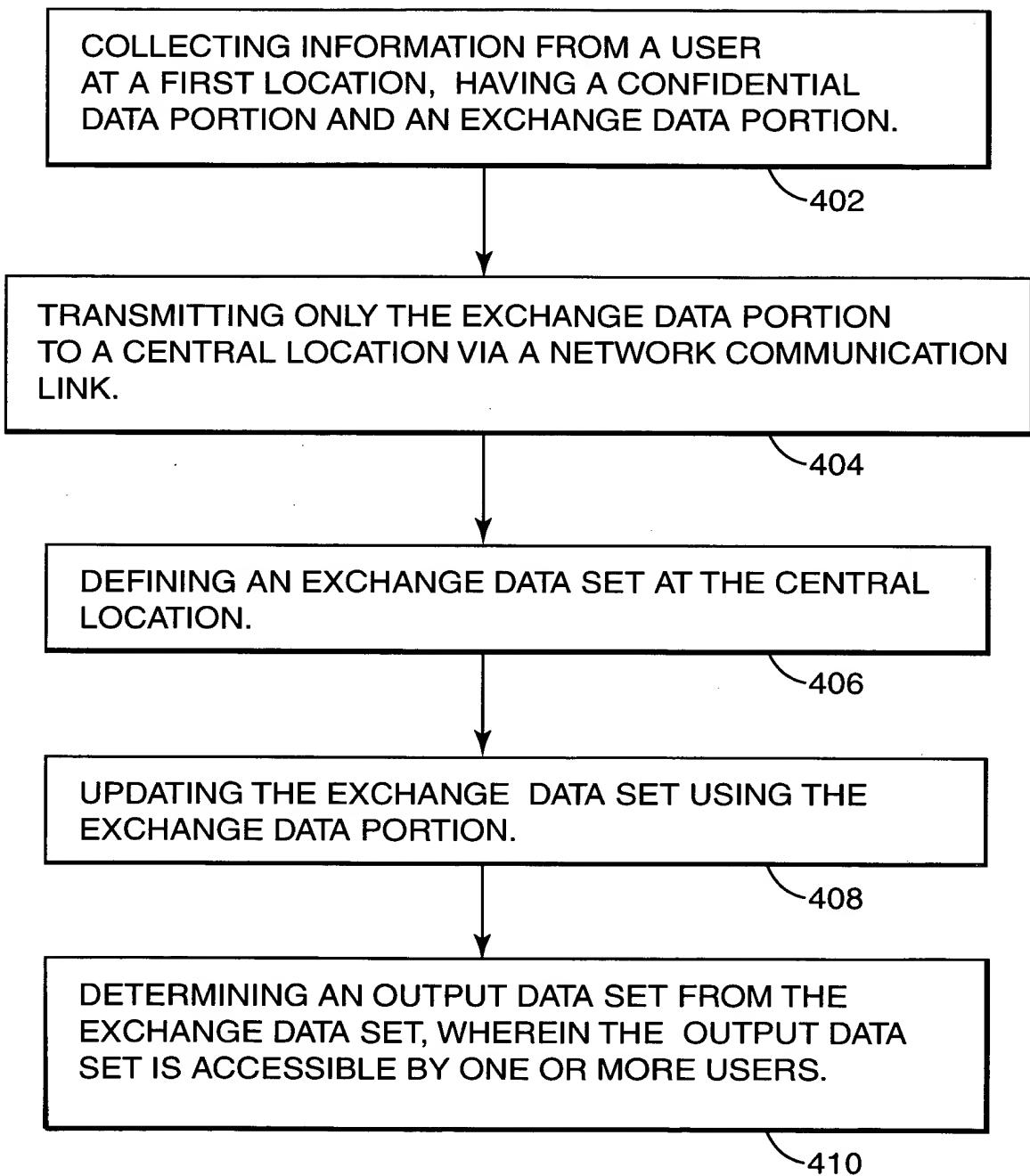
INDUSTRY AVERAGE DEAL AND VALUATION	INDUSTRY AVERAGE COLLATERAL
Enterprise Value	Book Value
Enterprise Book	Liquidation Value %
Book Multiples	
EBITDA Annualized	AR Liquidation %
EBITDA % Of Sales	INV Liquidation %
EBITDA Est. V. Actual EBITDA	Equipment & RE Appraisal
EBITDA Market Multiples	EBITDA
Perpetuity Growth Rate Assumed	Enterprise Value
WACC %, No Growth	Add: Trade Payables & Accruals
WACC %, With Growth	Less : Liquidation Values
Cost Of Equity Capital	Accounts Receivable
Deal Capital Structure	Inventory
Revolving Debt	Equipment & Real Estate
Amortizing Debt + Current Maturities	Free Cash Value (i.e. airball)
Other Interest Bearing or 3rd Party Debt	All Debts As % Of Assets
Other Fixed Value Equities	All Debts - % Of Enterprise Value
Common Equities & Retained Earnings	Airball Debt
Total	Airball % Of Relevant Collateral
Financing Multiple Layering	
Traditionally Secured Debt	
Mezzanine	
Equity	

386

388

INDUSTRY AVERAGE DEAL AND VALUATION	INDUSTRY AVERAGE COLLATERAL
Assets	Sales
Sales	Days In Working Capital
Assets As A % Of Sales	Days In Accounts Receivable
Gross Profit Margin %	Days In Inventory
Operating Profit Margin %	Days In Payables & Accruals
EBITDA %	Plant & Investment % Of Sales
CEO Pay As % Of Sales	Plant & Investment % Of Assets
Property Rents As % Of Sales	Depreciation % Of Sales
Deprec. & Amort. As % Of Sales	Enterprise Book Value
Statement Assurance	Enterprise Market Value
Public v. Private Company	Goodwill Value

Fig. 15



**Fig. 16**

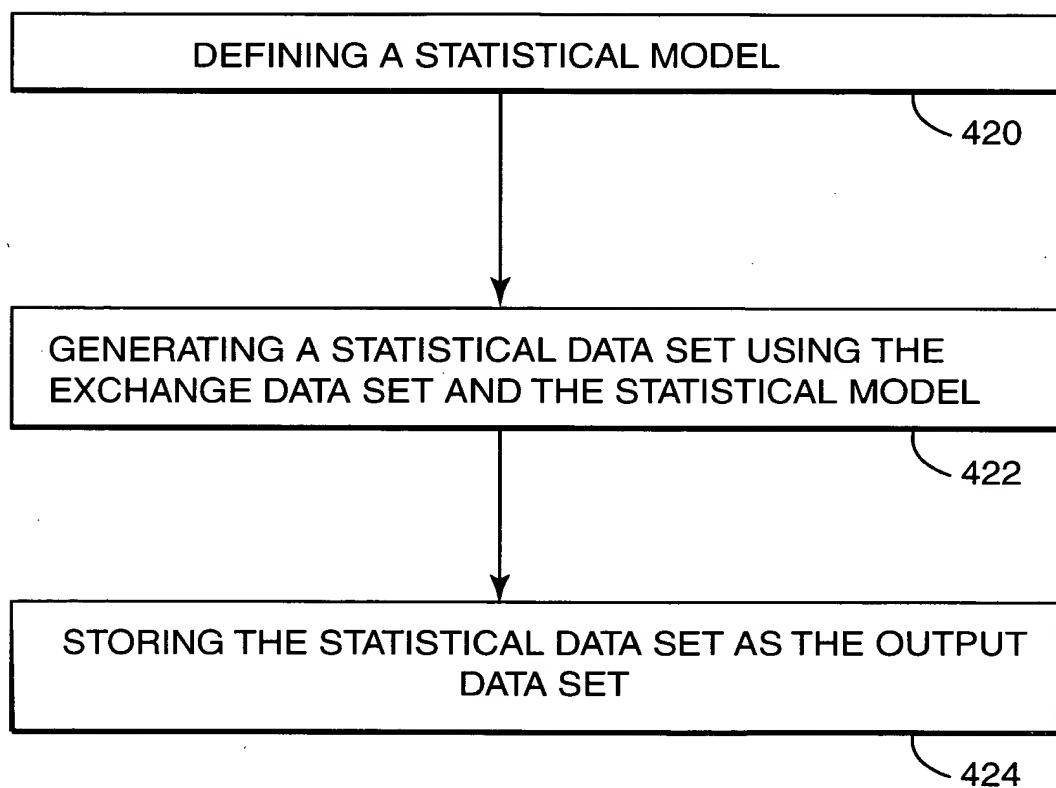


Fig. 17

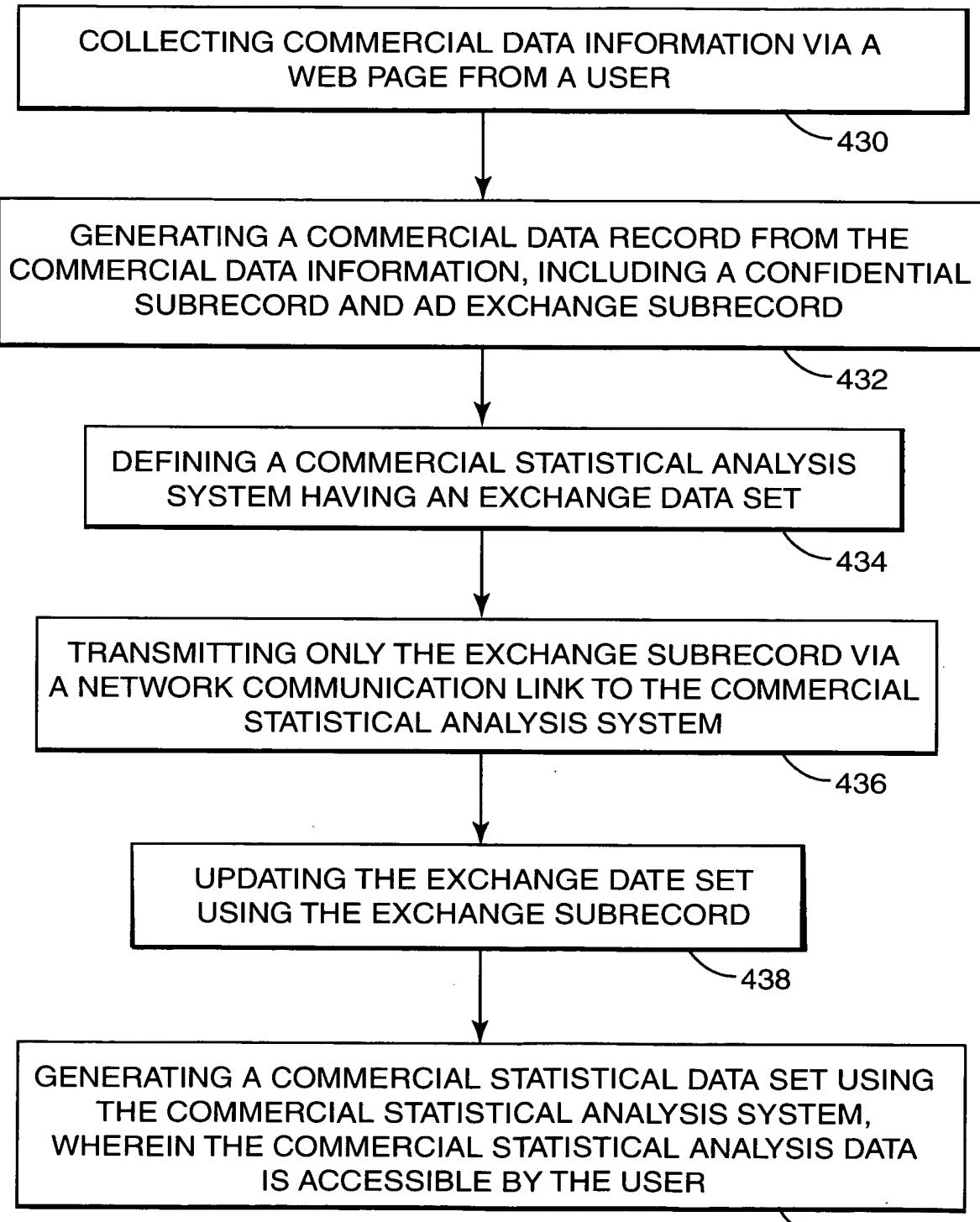


Fig. 18

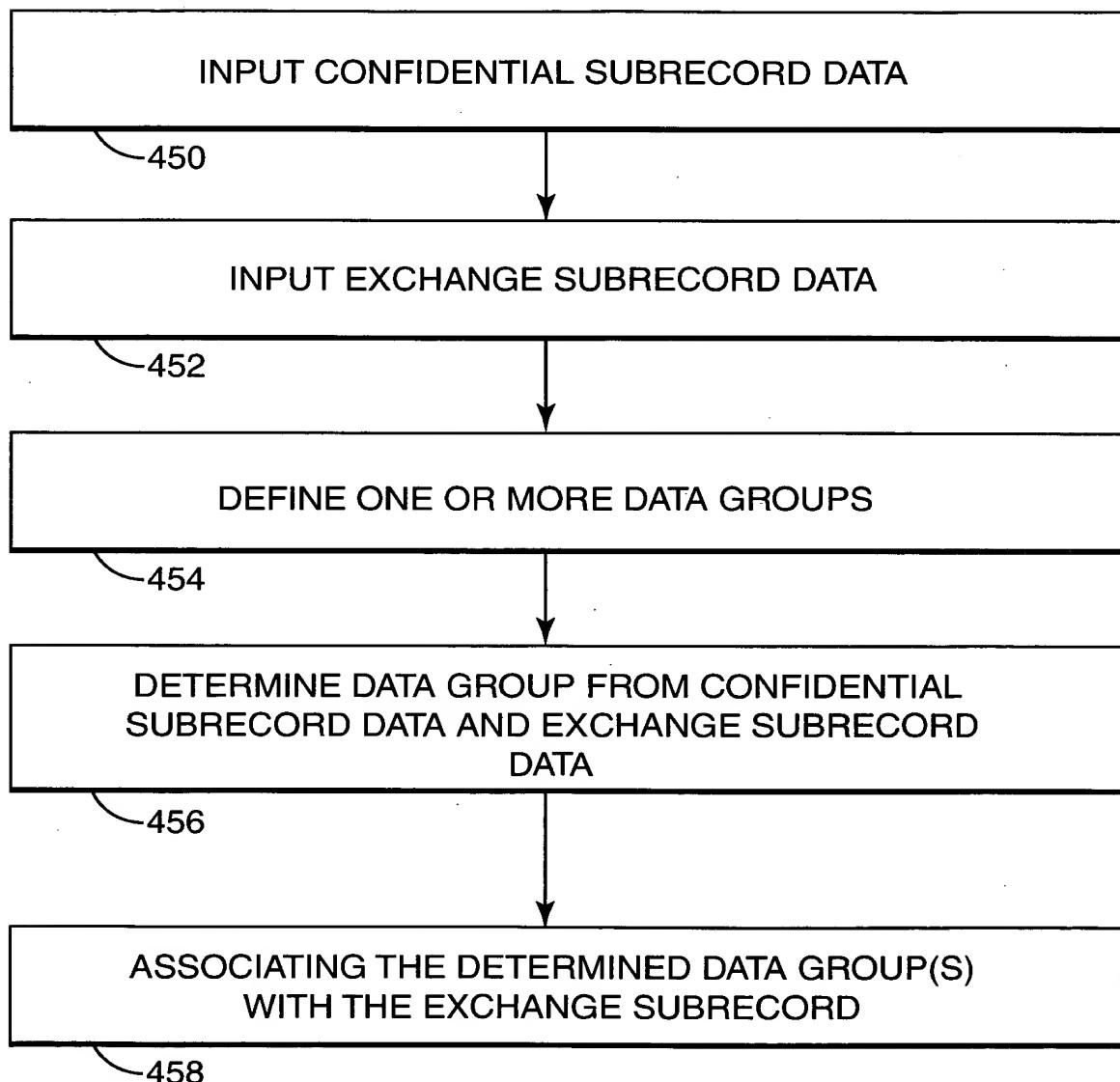
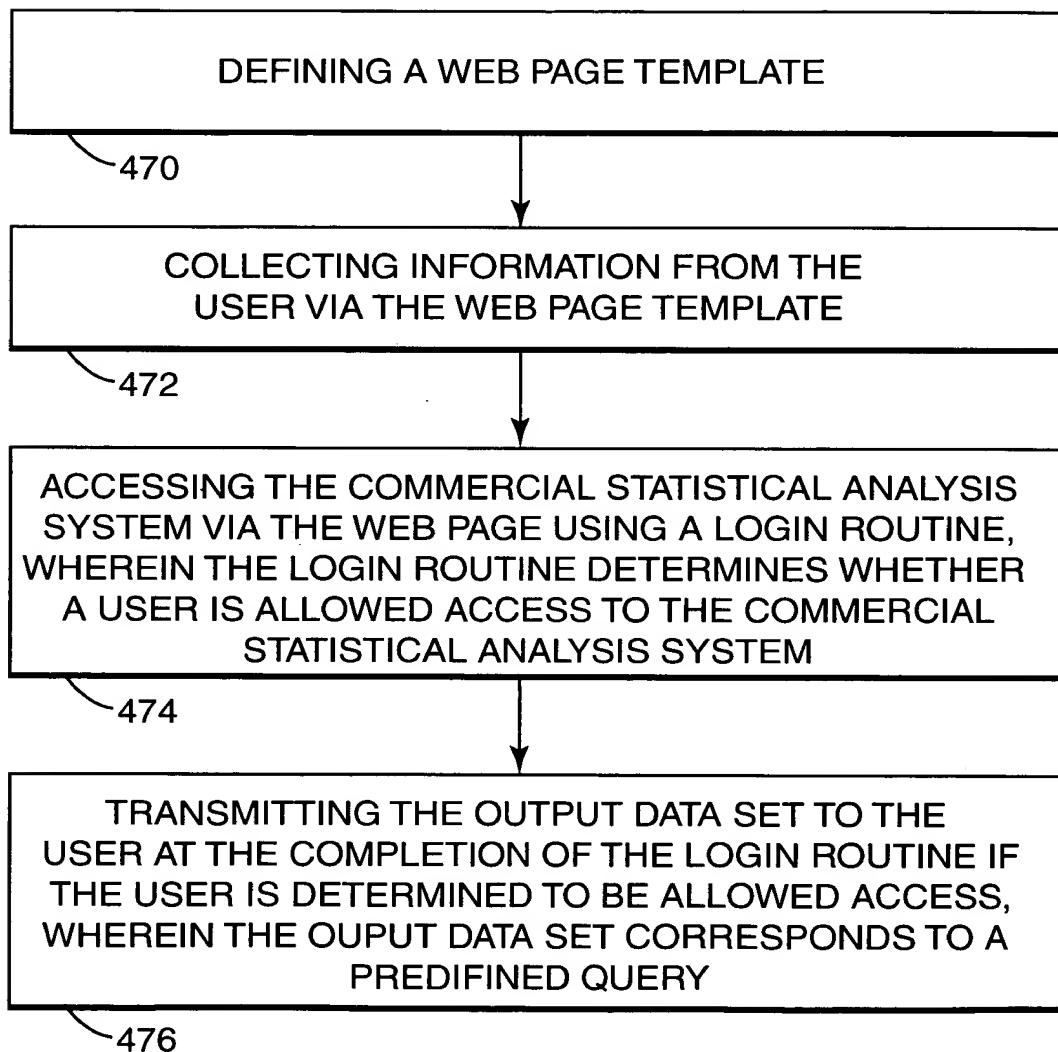


Fig. 19



**Fig. 20**